



State of California

Employment Training Panel

CASE STUDY

Arnold Schwarzenegger, Governor

Perillo Industries, dba Century Electronics

Perillo Industries, dba Century Electronics, epitomizes the durability and strength of a California small business. The company, which was established in Los Angeles in 1992 by Joseph and Mary Perillo, has strived to diversify and expand its product line and customer base. As a result, over the years Perillo/Century has become a designer and manufacturer of high reliability custom power supplies, doing business with top tier companies such as Raytheon, L3 Communications and EDO Corporation – all specializing in military, aerospace, space and defense services.

Perillo/Century faces fierce out-of-state competition and struggles to compete with larger, more high profile companies. Consequently, the company is committed to providing regular employee training in order to meet their customers' demands for products that are produced economically and are of high quality.

ETP job training funds have assisted Perillo/Century in enhancing their workers' continuous improvement, manufacturing and management skills, as well as assisting in the certification of their supervisors in Lean Manufacturing, and implementing internal software upgrades and changes in technology. Perillo/Century's management indicates that their on-going training provides their employees with new confidence and cutting edge skills, which in turn allows the company to assert itself and respond more effectively and efficiently to its customers, necessary elements in succeeding in today's marketplace.

In 2003, with the passing of Joseph Perillo, Perillo/Century became a small, fully woman-owned electronics business, emphasizing growth, reliability and customer satisfaction. With the help of ETP, Mary Perillo was able to help meet her goals, increase her company's production and knowledge, and carve out a home for her small business in California's competitive economy.

"Our partnership with ETP transformed our training efforts into a 'high impact' program for growth, which, in turn, allows us to be more responsive to our customers."

**Isabel Garza Vollowitz, Contracts Manager
Perillo Industries/Century Electronics**